

France-U.S. Defense Industry Business Forum II

Dec. 10-12, 2001

Greater Washington-Baltimore Metropolitan Area

Renaissance Harborplace Hotel

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Registration

View/print the registration form at <http://register.ndia.org/interview/register.ndia?~Brochure~2990>

Business to Business Meetings

To be conducted Dec. 10-11, 2001

Table Top Display Hall

To be accessible December 10-11, 2001

Objective

The globalization of national economies and the need to improve interoperability among allied forces are strong incentives for nations to seek forms of cooperation that are robust, mutually beneficial, and pragmatic. That cooperation must take place among national governments, among their defense industries, and among the suppliers to those industries. The United States and France each are home to leading armaments and commercial industries. Thus, it is natural that both actively seek ways to expand existing business links and create new ones.

The second French/U.S. Defense Industries Business Forum will continue the work started two years earlier when senior officials from the two governments and senior executives from large, medium, and small companies in both countries came together in Toulouse, France, for three days of discussions. Building upon the accomplishments of the first, the second Forum will seek to further promote transatlantic alliances and partnerships between French and U.S. defense firms, including prime contractors, medium and small suppliers. The Forum will:

- Provide an understanding of business operating environments in the two countries and of specific defense business opportunities of possible interest to their firms.
- Describe the various initiatives being undertaken by the French and U.S. Governments to reform their respective defense procurement procedures and export control systems. Many of the reforms could foster increased transatlantic cooperation and increased transatlantic business.
- Provide numerous opportunities for face-to-face meetings between French and U.S. executives, thereby laying the groundwork for future, focused discussions.

Co-Organizers

Aerospace Industries Association (AIA)

Association of the United States Army (AUSA)

Comite Richelieu

Groupeement des Industries Francaises Aeronatiques et Spatiales (GIFAS)

Groupeement Industriel des Constructions et Arme-ments Navals (GICAN)

Groupeement des Industries Concernees par les Ma-teriels de Defense Terrestre (GICAT)

Groupeement des Industries de Telecommunications et d'Electronique Professionnelle (GITEP)

Ministry of National Defense

Navy League

Office of the Under Secretary of Defense (Acquisi-tion, Technology and Logistics) (OUSD-AT&L)

Office of Defense Cooperation (U.S. Embassy-Paris)

For more information on the International Com-mittee, contact the Director, Jennifer Burnside, at: jburnside@ndia.org.